

# Case Studies: Selected Long Term UBS Warburg Relationships

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## SECTION 3

B UBS Warburg and HealthSouth

## UBS Warburg and HealthSouth – Corporate Finance Relationship

❖ Over the course of this relationship, we have helped HRC raise over \$3.6bn through 13 debt and equity financings and advised on 19 M&A Transactions worth \$7.7bn

Selected HealthSouth Transactions Since IPO

*1.12.07*

Financings	
Sep 01	\$600mm Senior Notes
Jan 01	\$375mm Senior Notes
Oct 00	\$587mm Senior Credit Facilities
Sep 00	\$350mm Senior Sub Notes
Jun 98	\$250mm Senior Sub Notes
Mar 98	\$567mm Cvt Subordinated Notes
Sep 95	\$350mm Secondary Equity Offering
Mar 94	\$250mm Senior Sub Notes
Mar 94	\$115mm Cvt Subordinated Notes
May 91	\$74mm Secondary Equity Offering
Jun 90	\$57mm Secondary Equity Offering
May 89	\$50mm Cvt Subordinated Notes
Sep 86	\$13mm Initial Public Offering

*1.12.07*

Advisory	
Jul 99	\$50mm Acquisition of American Reliability Services
Jul 98	\$590mm Acquisition of National Surgery Centers
Jul 98	\$500mm Acquisition of 33 Surgery Centers from Columbia/HCA
Jun 98	\$25mm Acquisition of The Company Doctor
Dec 97	\$1,250mm Sale of Horizon LT Care/First Pharmacy Bus to HHS
Oct 97	\$1,650mm Acquisition of Horizon/CMS Healthcare
Oct 97	\$185mm Acquisition of ASC Network Corporation
Mar 97	\$270mm Acquisition of Health Images, Inc
Dec 96	\$70mm Acquisition of ReadCare
Aug 96	\$70mm Acquisition of Professional Sports Care Mgmt
Mar 96	\$345mm Acquisition of Advantage Health
Jan 96	\$1,400mm Acquisition of Surgical Care Affiliates
Dec 95	\$125mm Acquisition of Caremark Orthopedic Services, Inc
Dec 95	\$60mm Acquisition of Sutter Surgery Centers
Jun 95	\$240mm Acquisition of Sutter Health Corp
May 95	\$245mm Acquisition of Hovacare Rehabilitation Hospital Division
Dec 94	\$220mm Acquisition of Relife
Jun 94	\$40mm Acquisition of Diagnostic Health
Jan 94	\$365mm Acquisition of H/AE Rehabilitation Division

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